

Message Text

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ACTION EUR-12

INFO OCT-01 IO-13 ISO-00 AGRE-00 CEA-01 CIAE-00
COME-00 DODE-00 EB-08 FRB-03 H-01 INR-10 INT-05
L-03 LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05
SS-15 STR-07 ITC-01 TRSE-00 ICA-11 SP-02 SOE-02
OMB-01 DOE-15 DOEE-00 SSO-00 EA-10 AF-10 ARA-10
/156 W

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P 201643Z APR 78
FM AMEMBASSY BRUSSELS
TO SECSTATE WASHDC PRIORITY 6126
INFO ALL EC CAPITALS
USMISSION GENEVA
AMEMBASSY MADRID
AMEMBASSY PRAGUE

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USEEC

PARIS ALSO FOR OECD

GENEVA ALSO FOR MTN

E.O. 11652: N/A
TAGS: EEC, ETRD, EIND, XT, XH
SUBJECT: EC STEEL AGREEMENTS WITH SPAIN AND CZECHOSLOVAKIA

1. ACCORDING TO EC COMMISSION OFFICIALS THE SPANISH COUNCIL OF MINISTERS ACCEPTED THE COMMISSION'S PROPOSAL FOR A BILATERAL STEEL AGREEMENT ON APRIL 18. THE AGREEMENT GIVES SPANISH PRODUCERS A SIX PERCENT PENETRATION MARGIN FOR ORDINARY STEELS AND A FOUR PERCENT MARGIN FOR SPECIAY STEELS IN EXCHANGE FOR A CEILING ON DELIVERIES TO THE EC OF 900,000 TONS. THIS REPRESENTS A DROP OF NINE PERCENT
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FROM 1976 LEVELS BUT IS APPROXIMATELY EQUAL TO 1977 LEVELS.

2. COMMISSION OFFICIALS ALSO SAY THAT NEGOTIATIONS ARE JUST ABOUT COMPLETED WITH CZECHOSLOVAKIA. THE AGREEMENT WILL REPORTEDLY OFFER THE SAME PRICE TERMS BUT QUANTITIES FOR 1978 WILL BE LIMITED TO 667,000 TONS FOR 1968 (COM- PARED TO 545,000 TONS FOR THE FIRST NINE MONTHS OF 1977).

ALL MAJOR POINTS ARE AGREED AND FORMAL AGREEMENT COULD COME WITHIN DAYS.

3. THE COMMISSION HAS ALREADY MADE BILATERAL ARRANGEMENTS WITH SWEDEN, NORWAY, FINLAND, AUSTRIA, PORTUGAL, JAPAN AND SOUTH AFRICA. TALKS ARE CONTINUING WITH ROMANIA, SOUTH KOREA, BRAZIL, HUNGARY, AND BULGARIA. TALKS HAVE NOT GONE PAST THE PRELIMINARY STAGE WITH POLAND AND THE GDR. COMMISSION OFFICIALS REMAIN PESSIMISTIC ABOUT REACHING AN AGREEMENT WITH THE USSR WHICH HAS A LARGE DEFICIT IN STEEL TRADE WITH THE EC.

4. COMMENT: THE EC COMMISSION HAS SLIPPED IN ITS TIME-TABLE FOR CONCLUDING THE BILATERALS BUT HAS NOW WRAPPED UP THE TWO HARDEST AND MOST IMPORTANT NEGOTIATIONS WITH JAPAN AND SPAIN. HINTON

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